

BOAT SHOW SHOPPING TIPS

What makes a boat show the BEST place to buy a boat? A boat show is the one place where you can compare a wide variety of boats, talk to experts, dealers and manufacturers and best of all, take advantage of special deals and incentives—including the best prices of the season—all at one time. To make the most of your time at the show, shop with a plan. These tips will make finding, and buying, the boat of your dreams easier.

Use the show directory as a resource.

It includes exhibitor, boat and product listings and a floor plan to help you navigate the show.

- Take notes and keep track of the exhibitors you've talked to

Determine what type of boat you want.

Consider the activities you are interested in and how many people you expect to have on board.

- Once you've determined what type of boat you want, start comparing brands and models

Visit every dealer who carries that type of boat.

Spend 15–20 minutes to get an overview of what each dealer has to offer:

- You can learn a lot in a few minutes by talking to the brand/dealer representatives
- You'll have more confidence in your decision

Consider your options.

Review your notes and brochures. Narrow your options to 2 or 3 boats and revisit those dealers.

- Ask about rebates, warranties, delivery, service, training and insurance
- If you need financing, ask if any special offers are available

Before you make a final decision, compare the products and the deals one last time.

Buy your boat.

You've reviewed your options, thought it over and are ready to buy.

Go back to the dealer and sign the paperwork.

CONGRATULATIONS! YOU'RE A NEW BOAT OWNER.



SHOPPING THE SHOW WORKSHEET

BOAT SPECIFICATIONS

BOAT 1

BOAT 2

BOAT 3

BRAND

DEALER

MODEL

LENGTH/BEAM

POWER

SEATS

PEOPLE CAPACITY

WEIGHT CAPACITY

COLOR

DELIVERY DATE

STANDARD FEATURES

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OPTIONAL EQUIPMENT

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COSTS

COST OF BOAT

COST OF ENGINE

COST OF TRAILER

COST OF OPTIONS

DELIVERY CHARGE

TOTAL COST OF PACKAGE

SALES TAX

TOTAL COST

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FINANCING

20% DOWN

FINANCE COST

MONTHLY COST

\$ _____
\$ _____
\$ _____

\$ _____
\$ _____
\$ _____

\$ _____
\$ _____
\$ _____

COMMENTS

